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INDUSTRIAL SECTION

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SIGNIFICANCE OF NEW PROBLEMS

Precautionary Measures
Are Very Necessary.
Demand for Labor.

CHANGES IN SOUTH DULY CONSIDERED

Some Talk Along Lines That
Must Be Taken Into Very
Careful Consideration—The
Coming Race, and What It
May Mean to the
South.

BY W. J. LAUCK.

There are a number of considerations of vital significance to the Southern people, which are generally lost sight of in contemplating the extraordinary industrial development of the Southern States within recent years. The tendency at the present time to lay stress upon material progress should not be discouraged. Safeguards, however, should be provided against the unfavorable effects of unrestricted and unguided industry and commerce. The South should provide for an intelligent application of business and manufacturing and insure the proper adaptation of industrial and commercial forces to its political institutions. The complete industrialization of some of the Northern States points a warning finger in this direction.

Social and Industrial Changes.

The change in the character of Southern communities, and the rapid migration of a diverse population from other sections of the country to the South, together with a constantly growing influx of alien peoples from abroad—all attracted by the commercial and industrial opportunities of the Southland, as well as the movement of the white and negro population from agricultural localities to the newly developed industrial centres—have already been described in these columns. The resultant changes in social and industrial conditions are especially noteworthy.

A distinct wage-earning class is being developed in the South, composed of the agricultural and mountain people, who have moved into the cotton mill and other manufacturing centres; the negroes who have come in large numbers from the farms to the towns and cities, the skilled artisan and mechanic, who has migrated from the North and West, and the inexperienced Southern and Eastern Europeans, who have come to do the unskilled and laborious work of the mines and mills. Furthermore, there has been a constantly increasing flow of capital from the North and other sections toward the South, seeking investment in the numerous enterprises designed to promote Southern industries and develop Southern trade and resources. Along with it there has also gone an influx of capitalists or their representatives and other persons, who have been attracted primarily with the commercial motive, and who have rapidly assumed positions of prominence and influence in Southern industrial and mercantile activities. The large corporations of New England and the North, especially those concerned with the manufacture of textiles and iron and steel products, and those engaged in the production of coal and lumber and the manufacture of wood and chemical products, have acquired large interests and have established mills and factories in the Southern States. To these establishments officials and clerical forces have been sent, and they, together with the representatives of Northern mercantile and financial houses have greatly augmented the transplanted and alien business and industrial population.

At the same time the industrial development of the South has been marked by the emergence into power and influence, socially and commercially, of the mercantile and trades people of the South itself, whose status under the more rigid caste system of former years was that of a middle class. The rising into prominence of these people has also been accompanied by the sinking into the background of the old elements of leadership. In other words, the control of affairs and the direction of public opinion in the South seems to be passing into the hands of a commercial and industrial class composed partly of outsiders and partly of Southerners who until recently have occupied a subordinate position. Contemporaneously, the old system of control is rapidly disappearing. The trend of things also indicates that these tendencies will become more pronounced in the future.

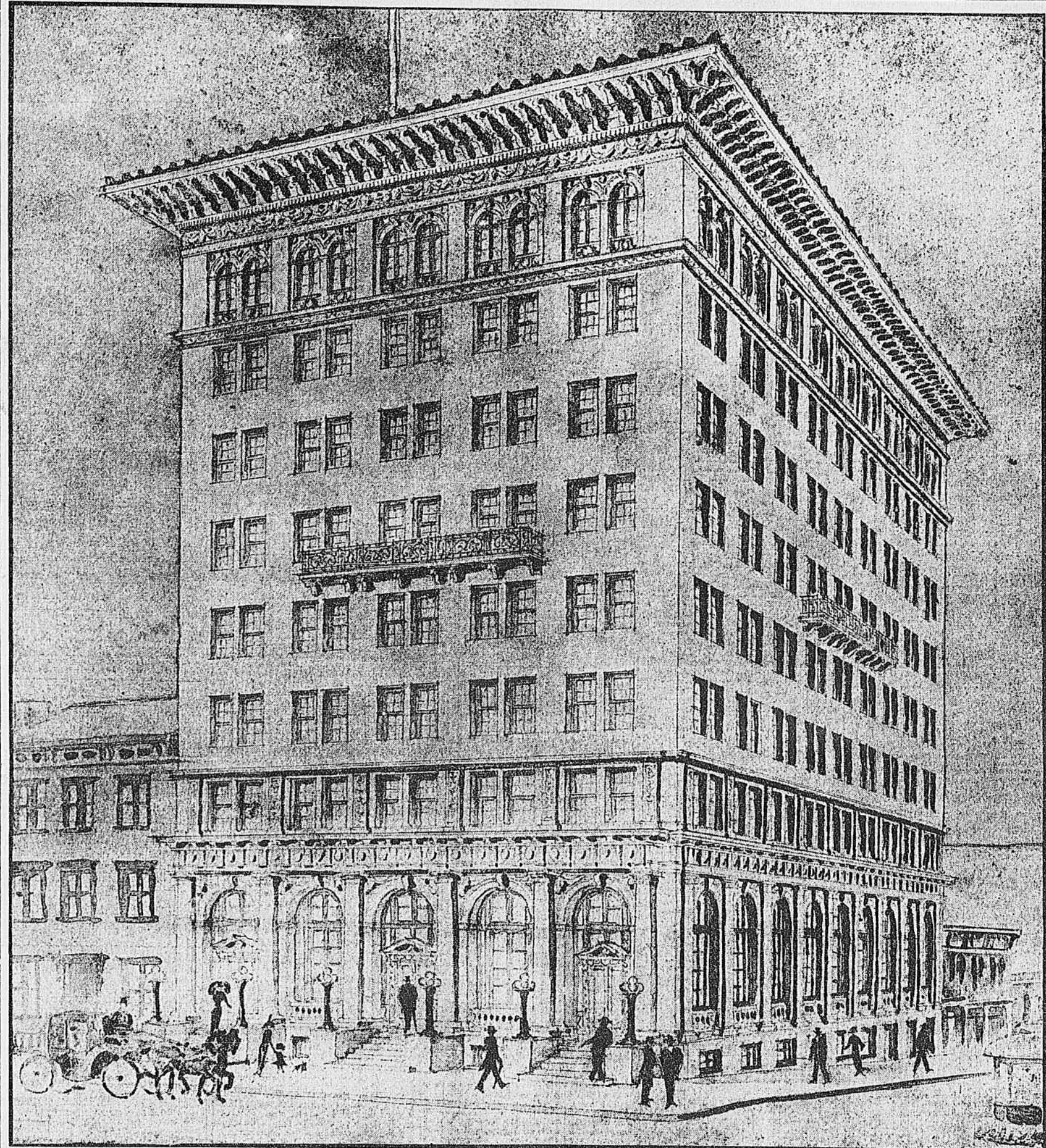
Future Political Questions of the South.

It is also evident that the industrial changes which have been in progress in the South have brought into existence a new order of political problems. The political questions of the new South are economic. They centre around the new forces, which have been untaken. Political thought is concerned with intelligent legislation for the purpose of promoting commercial and industrial progress. Inevitably industrial and commercial problems must be acted upon by Southern voters and legislators, and the result of this action will largely determine the democratic institutions of the South are to be industrialized or whether the new industrial forces are to be adapted to and brought into harmonious relations with the South's political ideals and institutions. Intelligent political leadership will be necessary to the successful solution of this problem.

The business problem of the greater South are also new. Provision has already been made in most of the Southern States for the training of engineers, chemists, and technical experts whose knowledge and ability may be used in the development of mining and manufacturing, and in the exploitation of the South's natural resources. There is also need for the training of bankers, financiers, and the business men and promoter of broad view and wide range of interest.

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RICHMOND'S NEXT BIG HOTEL



HOTEL TO GO UP AT EIGHTH AND GRACE STREETS.

ATTRACTIONS OF SOUTH'S FARM LIFE

To Right Kind of Immigrants
Southern States Should
Look Very Good.

LESSON FROM RURAL FRANCE

South Needs New Workers, but
Is Able to Make Choice
of Best.

The following from a Dinwiddie county friend is addressed to the Industrial Editor of The Times-Dispatch, and is given space with pleasure:

"I have been intending to accept your invitation to contribute to the 'Views and Near Views' column of your excellent paper, and intend yet to do so, but your rule to hold contributors to 'hints and suggestions' to 200 words I fear will exclude the enclosed, unless you can find space for it in another column. I have been very much interested in the series of articles you have been publishing on the immigration and labor subject, and I happen to know that they are attracting a great deal of attention of the right kind, at least, in this part of the State. In this connection I wish to submit an article from the New Orleans 'Picaresque,' which may have escaped your attention. I think the good doctrine in it applies to Virginia and North Carolina as well as it does to Louisiana and Texas or Florida. I hope you will

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LEAF TOBACCO ALL OVER OLD VIRGINIA

Heavy Breaks on All the Markets—High Values Are Still Maintained.

PACKAGE MEN RESTING UP

Weather Conditions Not Favorable to Big Business for the Current Week.

While the weather conditions were not altogether as favorable as they might have been, the leaf tobacco business all through Virginia and North Carolina the past week was good. The deliveries of the leaf were large on all of the markets and the buyers were in evidence.

Because of heavy deliveries on some of the markets prices weakened a fraction here and there, but in the main the markets have held firm.

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VIEWS AND NEAR VIEWS; HINTS AND SUGGESTIONS

Farm Institute Trains in Virginia—The Country Editor's Troubles—Virginia, the Great Flower Garden—Criticizing the Women—About Orchard Side Crops—Other Hints.

Compiled and Edited by Frank S. Woodson, Industrial Editor.

The agricultural and farm demonstration and institute trains that are being run on the roads in Virginia are attracting a great deal of attention and doing good all the time. I have a note from M. V. Richards, land and industrial agent of the Southern Railway, calling special attention to the industrial and agricultural train which his company, in connection with the Virginia Department of Agriculture, will start this week. I have already told about this train that will begin its pilgrimage to-morrow on a twelve day tour, but there are some special features about it that make it worthy of additional mention.

On this train there will be something new, that is to say, the dairy instruction car, just added to the educational facilities of the Southern Railway land and industrial department. This particular car will be in charge of Dr. C. M. Morgan. Other cars will be devoted to other displays that every farmer

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HORSESHOEING IN GOOD OLD STATE

Some Thoughts Suggested to the Countrymen by the Recent Cold Snap.

BY J. M. DELL.

The arctic spell of weather that we have experienced in "Old Virginia" for the past few weeks is a forcible reminder that sleet and snow are not strangers to us at certain seasons.

The Society for the Prevention of Cruelty to Animals, no doubt, does good work so far as it can, in preventing unnecessary hardships on the draft animals employed in Richmond, and this supervision over careless and brutal drivers, and equally as and brutal owners is as it should be.

It is to the farmers of the State that I write this short article on the subject of the proper shoeing of horses and mules.

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REAL ESTATE AND BUILDING NEWS

A Lively Week in Spite of
Arctic Weather; Many
Optimistic Agents.

BROAD STREET IN THE LIMELIGHT

Beck's Condemnation Proceedings Bring Property on the Market—Eager Investors Are Ready For, and No Trouble About Making Sales. Good Business.

The storms may come and the storms may go, but the real estate business in Richmond goes on forever, or words to that effect. Richmond has rarely ever had much worse weather in any January than it has experienced since the opening of the present year. It has been just the kind of weather to knock the real estate buyers and sellers silly and demoralize them generally. Inasmuch as all of the real estate business in this good old town is done in the open air, the old fogies not allowing a real estate exchange to be established. But the agents and the investors have positively refused to be knocked silly or to be in any way thrown out of business.

As a matter of fact the business of the past week was something phenomenal for a cold, wintry, snowy and sleety week. I can't get all the figures, because many of the dealers are very reticent, and every day they are getting shyer and shyer of the inquisitive man of news, but from what can be gathered here and there, it looks as if there was close to \$1,000,000 of real estate dealing done the past week.

Swapping and Trading.

True it is that much of this dealing was of the swapping and trading nature, in the which one big deal counts double and sometimes thrice, so far as the agents and their commission accounts are concerned, but they are legitimate deals all the same. For instance, I have heard some of the outer details of a three-cornered deal that involves a good lot of swapping and trading that extended all the way from Ashland, up in Hanover county, down through Henrico county into Richmond, proper and over to South Richmond, and really lapped over into Chesterfield county. In this big deal all kinds of property was traded and swapped, and more than \$25,000 were involved, and yet all the deeds have not been signed and some of them may never be, but all the same, the agents interested have made their commissions right along.

The West End Home Building Fund Association has been doing a lively business of late, and I hear that their sales of recent date amount to about \$125,000. The properties they have sold are along the Boulevard, on Taylor and Chaffin Streets and on Beverly and Dooley and Grove Avenues.

Up on Broad Street.

There was some lively business the past week on Broad Street. Inspector Beck's condemnation of a whole block of houses on that thoroughfare, and the owners of the property—or that is, the owners of some of it—thought it wiser and better to sell than to tear down and improve, and so, somewhat unexpectedly, some of this property came on the market. There were investors with the money ready for the opportunity, and some good sales were made. N. W. Howe & Son sold the three places, 218, 218 and 220, to Henry Wallgrain for the goodly sum of \$75,000. The heirs of the late James Thomas were the sellers. It is understood that Mr. Wallgrain will improve the property according to the rules and regulations laid down by Inspector Beck. Another sale growing out of this inspection was made by Pollard & Bagby. They sold 214 for J. B. Elam for \$26,000. F. M. Collier and F. W. Moore were the buyers.

Other Good Sales.

Pollard & Bagby sold other properties during the week amounting to nearly as much more as this sale, among them the home of H. M. Smith, Jr., at Fifth and Cary Streets, which was bought by H. D. Leverson for \$10,000. Also 251 feet of good ground at the southwest corner of Meadow and Chaffin Streets for \$5,600. J. T. Clifton was the buyer. Paul Valgrain was the buyer, through Pollard & Bagby, of 265 Strawberry Street, for which \$4,500 was paid. Some other sales by the firm footed up about \$2,000. "And all of them," says Jim Pollard, "were steady cash sales—no swapping and trading, if you please."

In addition to the Broad Street sales above named, Howe & Son report about \$10,000 of deals that have gone to record.

Hoffheimer a Big Buyer.

The C. A. Rose Company report sales amounting to close to \$100,000, among them the property at Eleventh and Broad Streets, which M. L. Hoffheimer bought, with the intention of improving the same. This firm also sold the properties at 213, 215 and 217 East Main Street, also some good property on Marshall Street near the church.

Ruehrmund & Bowles got much in the limelight last week. Their sales of properties in the West End amounted to \$26,000, and they also did a lively little stunt on Church Hill, the particulars of which are withheld for the present.

J. C. Anderson and Company report some good sales of suburban, as well as city property, but they are mum as to particulars.

Amos and Poindecker tell of some sales that footed up right handsomely, but they will not give out particulars. The suburban folks says, "We are doing some business in one way and another, but you know this it not just our kind of a season."

Road and Company report the sale of \$21,000 worth of East Main Street property between Seventeenth and Eighteenth Streets. The buyers were Louis and Irvine Goodman.

There has been a good deal of business the past week, but the agents are slow to tell particulars. There have been all kind of rumors

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